

Men Who Have Been Prominent in Development of the Suburbs

By Sound Business Methods They Have Averted Any Semblance of Unsound Booms, But Have Always Conducted Real Estate Affairs on Progressive Lines.

The natural advantages of any city would be dormant forever were there not some quickening spirit to arouse the public and cause the citizens to seize the opportunities that are at hand. Washington has the natural advantages which go to make up a great and prosperous city, and she likewise has the quickening power of wide-awake, broad-minded business men who are anxious that the Capital City should not only keep abreast of the times, but should forge to the front as a leader of American cities. Particularly has this spirit of progressiveness been manifested within recent years among the real estate men of Washington, and the rapid growth of the suburban sections within the last decade may be traced directly to the efforts of individuals and corporations who have combined energy and foresight with discretion. While it is impossible to mention all who have done their share in the development of suburban Washington a few individual cases can be cited.

For twelve years Frank A. Harrison, head of the Harrison Realty Company, has been actively engaged in the real estate, loan and insurance business in



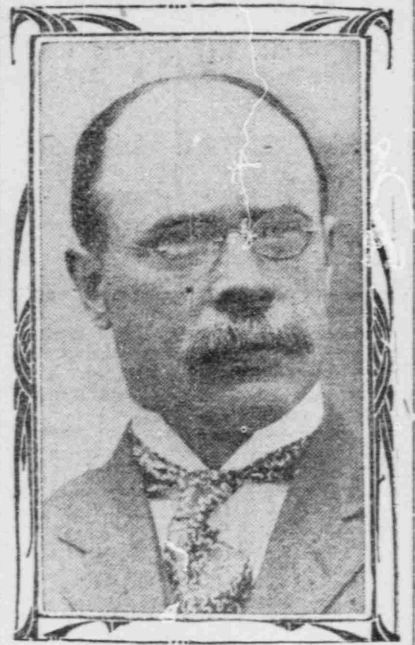
FRANK A. HARRISON.

Washington. While Mr. Harrison is chiefly interested in loans and the sale of business properties, he has not neglected the inviting field of suburban investment. He has large interests in the various subdivisions lying in the north-

eastern section of the District and beyond the District line in Maryland.

During the past few months Mr. Harrison has negotiated a number of sales in Hyattsville, Brookland, Woodridge, and Riverdale. The manner in which he has placed his property on the market and the terms on which his sales are made have been largely instrumental in increasing the popularity of this suburban territory.

Mr. O. B. Zantzing, who is a new addition to Washington's coterie of real estate men, is a native of Baltimore. He came to Washington a little less than two years ago and realized that there was still a big field for real estate development, especially in the northeastern section of the District, a section which had been more or less neglected



O. B. ZANTZINGER.

up to that time. Mr. Zantzing purchased a large tract of "wooded land" lying on the border line of the District, along Sixty-third street.

This was the first piece of suburban property Mr. Zantzing had ever handled, but his initial move showed that he had spent much time on the study of plans for making his subdivision attractive. Streets were graded, stumps pulled up, or blown out, and numerous

other public improvements were begun. The effect was immediate. His property was in great demand, and as a result he owns today one of the most popular of the medium price suburban subdivisions.

The success which has attended his maiden effort in the real estate market is a guarantee that Mr. Zantzing will remain in this line of work and will continue to bend his energies toward the development of this city and its surroundings. He is a firm believer in the policy of giving the purchasers of property in his subdivision every possible advantage, consequently all his customers are his friends and they act as spokesmen for him, informing the public of the desirability of his property.

John H. Walter has resided in the District of Columbia over twenty years though he is a Virginian by birth. For some years Mr. Walter was in



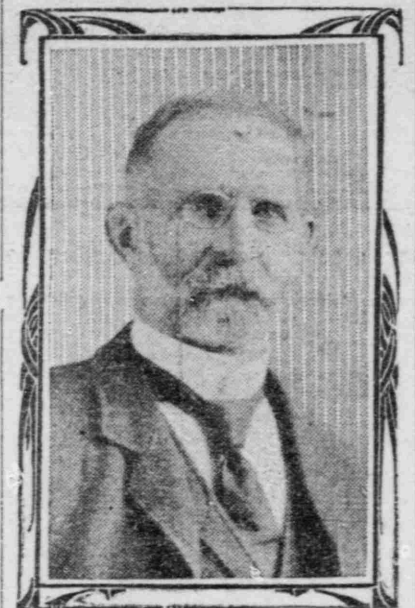
JOHN H. WALTER.

the Government service, but in 1889 he organized the Washington Real Estate Company and has ever since been its president and general manager. It is now the oldest real estate company in the District of Columbia. During recent years he has negotiated many large real estate transactions.

For nineteen years Mr. Walter has devoted his energy largely to the handling of property in the eastern section of the city, and is considered well posted on values in that section. He recently organized the Suburban Homes Company, of which he is president, with Judge Henry Randall Webb, treasurer, and William H. Baden, secretary.

While not engaged in the real estate business exclusively, Capt. Wallace A. Bartlett has done much to develop suburban property around Washington especially in a northeasterly direction, where he owns large tracts of land.

Captain Bartlett settled in Washington shortly after the Civil War, having undergone some exciting experiences in Texas during the reconstruction days. Though a Union officer, he at one time headed a band of Confederate veterans when trouble was threatened in Mexico, owing to the Maximilian incident. He returned to the District in 1868, and



CAPT. W. A. BARTLETT.

since then has been a prominent factor in the development of the National Capital.

Captain Bartlett has been engaged in the practice of law for a number of years, while his work in the real estate line has consisted in disposing of some of his own suburban property which he acquired many years ago at a very low figure. His real estate operations at Brentwood and Hyattsville have proven eminently successful. He has large interests throughout the northeastern section, and in placing his property on the market he has always carried out extensive plans for improvements, which have greatly enhanced the desirability of his subdivisions.

One of the most recent acquisitions to the suburban dealing contingent of Washington's real estate fraternity is Frank E. Plummer. Mr. Plummer comes to Washington from the West, where he is well known as an investment broker, in which field he has always met with success. His first work in handling Washington suburban property is as financial agent for the Berwyn Heights property.

In Mr. Plummer's hands this desirable



FRANK E. PLUMMER.

property, lying along the line of the City and Suburban, and the Baltimore and Ohio lines, has sprung into immediate popularity, and a large number of sales have already been negotiated. The many advantages of the property are being extensively advertised and parties are becoming interested in this section from all parts of the country. In this respect Mr. Plummer has entered upon a practically untrammelled field. Suburban property in other cities has been extensively advertised, but heretofore comparatively little has been done to call the attention of people in other States to the future of Washington suburban realty. Mr. Plummer is constantly bringing new people to this section, so that, although a comparative stranger to the Capital, he can very properly be regarded as exerting an important influence upon the rapid development of suburban sections of the District of Columbia.

Among the realty brokers who are much interested in the completion of the proposed Baltimore, Washington and Annapolis Electric railway is the firm of Marion Duckett & Son, of 635 F street northwest. Messrs. Duckett have kept in close touch with this railroad situation. They have noted a marked increase in the demand for property along the en-

(Continued on Page Eleven, this Section.)

WOODRIDGE, D. C.

The most attractive subdivision in the Northeastern section of the District. Elevation 200 feet above tidewater, overlooking the city, the Capitol and Library.

Platted with special reference to villa sites. Large lots. Streets 100 feet wide. Avenues 120 and 130 feet wide. Rhode Island Ave. passes through it. Parks and parking reservations. Granolithic sidewalks. Twelve-inch water main.

Same distance from city as Mt. Pleasant. Best car service in the District. One fare without change to the Treasury. Don't delay or be misled. Investigate at once before prices are advanced. Buy where you have the advantages of city life; social surroundings; schools and churches; fire and police protection; permanent streets; permanent grades; sanitary and modern comforts, with the advantages enjoyed thereby.

Prices 5 to 15 cents per sq. ft., on terms to suit.

JAMES A. BATES & CO.
1407 F STREET N. W.

The Harrison Realty Company

Main Office at 907 G Street N. W.,

Have Opened a Branch Office at
20th and Rhode Island Ave. N. E.

TO HANDLE

Subdivisions, Lots, Homes and Farms in That Rapidly Improving Section

The Harrison Realty Company have selected that part of the District for their operations because they believe that more value for the money can be given there than in any other suburb of the District. Their BRANCH OFFICE is open every AFTERNOON and EVENING, and all day SUNDAY, and every attention is shown callers.

Several corner lots and homes in Brookland, Sherwood's Addition, Langdon, Ellaston Terrace, Mt. Ranier, Woodridge, Hyattsville, and Riverdale.

One 6-room-and-bath dwelling, 45 feet on Rhode Island Avenue, through to Jackson street. Terms easy. Price, \$3,000.

One 6 rooms and bath dwelling, on Rhode Island Avenue, with two (2) lots. Terms easy. Price, \$3,250.

On Rhode Island Avenue, at Ellaston Terrace, 1 lot 35 feet front. Price, \$550. And 1 lot on same avenue, 35 feet front, \$700.

A tract of 2.85-100 acres near Junction of Rhode Island Avenue, 12th street N. E., and Brentwood Road. Price, \$4,500.

An 8-acre tract on Lincoln avenue, close to Catholic University. Want an offer.

Bunker Hill Road, opposite Catholic University, two (2) acres and improvements. Price, \$20,000.

Facing Rhode Island avenue northeast, near Brookland, 438,137 square feet, at an investment for subdividing.

Corner of Bunker Hill and Queen's Chapel Roads, five (5) acres. Price, \$5,000.

On Queen's Chapel Road, near Bunker Hill Road, 95 acres. Price, \$550 an acre.

4th Street northeast extended, near Catholic University and Saint Ann's Infant Asylum, 25 1/4 acres. Price, \$2,800 an acre.

27 acres for a subdivision between Woodridge and Langdon, lays well, and close to Electric and B. & O. R. R. Price, \$1,500 an acre.

3 lots on Newton St., near 14th St., Brookland, 50x150. Price, 18c per foot.

Riverdale, Md., 12 acres. Want an offer.

East Riverdale, Md., 79 1/4 acres. Want an offer.

Maryland Titles

Examined

— and —

Guaranteed

— by the —

Maryland
Real Estate
Title and
Investment
Company

Incorporated by an act of the
Legislature of Maryland.

CHAS. A. WELLS, President
R. N. RYON, Treasurer
HOWARD MORAN, Secretary

WELLS & WELLS
F. SNOWDEN HILL
Counsel

Branch Offices
Commercial National
Bank Building

Cor. 14th and G Sts. N. W.
Washington, D. C.